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New York, NY 10022
(212) 350-9200
FAX: (212) 350-9250
Contact: Larry Malone
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Direct dial 1+, Domestic 800

service, Fax services, International 800 service, International callback, Internet access, Operator services, Private data lines, Switched service.

VoCall Communications Corp.

284 Sheffield St.

Mountainside, NJ 07092
(908) 301-0090
(800) 890-8787

FAX: (908) 301-0087

Contact: Gary Frank

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and residential

Services: Calling card,

Conference calling, Debit card, Dedicated service, Direct dial 1+. Domestic 800 service, Fax services, International callback, Internet access, Operator services, Private data lines, Switched service, Videoconferencing, Voice messaging.

VoiceNet Corp.
2780 Middle Country Road
Lake Grove, NY 11755
(516) 737-4100
FAX: (516) 737-3423
Contact: Howard Gunston
Privately held, Serves commercial
and residential
Services: Calling card.

Wave Communications
19599 N.E. 10th Ave.
North Miami Beach, FL 33195
(305) 907-1200
FAX: (305) 999-9316
Contact: Juan Morgras
Privately held Term plans Volum

Privately held, Term plans, Volume discounts, Serves residential Services: Conference calling, Debit card, Domestic 800 service, Fax services, Switched service, Voice messaging.

WCS Long Distance

7 N. 35th St.

Billings, MT 59101
(406) 245-7789
(800) 788-8950
FAX: (406) 245-3887
Contact: Dwayne Jelinek
Privately held, Term plans, Volume
discounts, Serves commercial
and residential
Services: Calling card,
Conference calling, Debit card,
Dedicated service, Direct dial 1+,
Domestic 800 service, Fax
services, International callback,
Internet access, Switched service.

Westinghouse Communications 902 Brinton Road Pittsburgh, PA 15221 (412) 244-6600 (800) 447-2111 FAX: (412) 244-6584 Publicly held, Term plans, Volume discounts, Serves commercial and residential Services: Calling card, Conference calling, Customized billing/management reporting, Debit card, Dedicated service, Direct dial 1+, Domestic 800 service, Fax services, Internet access. Private data lines. Switched service, Videoconferencing, Voice messaging.

Williams Network One Williams Center Tulsa, OK 74172 (888) 465-9516 Contact: Eric Cain

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6929 N. Lakewood Ave. MD 1.1-119A Tulsa, OK 74117 (800) 494-5629 Publicly held, Term plans, Volume

and residential
Services: Calling card,
Customized billing/management
reporting, Debit card, Dedicated
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International 800 service, Internet
access, Operator services, Private
data lines, Switched service.

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(800) 788-7000
FAX: (248) 208-9897
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service, Direct dial 1+, Directory

Private data lines, Switched

assistance, Domestic 800 service,

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Miami, FL 33131
(305) 371-5353
FAX: (305) 371-9888
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Conference calling, Customized billing/management reporting,
Debit card, Dedicated service,
Domestic 800 service, Fax services, International 800 service, International callback,

Internet access, Private data

lines, Switched service.

messaging.

Videoconferencing, Voice

World Pass Communications Corp. 2999 N.E. 191st St. Suite 601 Aventura, FL 33180 (305) 935-5475 (800) 708-9722 FAX: (305) 935-5306 Contact: Ronen Shalev Privately held, Term plans, Volume discounts. Serves commercial and residential Services: Calling card, Debit card, Dedicated service, Direct dial 1+, Directory assistance, Domestic 800 service, Fax services, International 800 service. International callback, Internet access, Switched service.

World **Telecommunications** Services Inc. 28 W. Flagler St. Suite 709 Miami, FL 33130 (305) 373-4640 FAX: (305) 373-7062 Contact: Robson De Olivera Privately held, Term plans, Volume discounts, Serves commercial and residential Services: Calling card, Conference calling, Debit card, Dedicated service, Direct dial 1+, Domestic 800 service, Fax services, International 800 service, International callback,

LONG DISTANCE CARRIERS

INDEX

Internet access, Switched service, Voice messaging.

WorldCom 6929 N. Lakewood Ave. MD 25-6 Tulsa, OK 74117 (918) 590-2330 FAX: (918) 590-4052 Contact: Crystal Adams

Publicly held, Term plans, Volume discounts, Serves commercial and residential Services: Calling card, Debit card, Dedicated service, Direct dial 1+, Domestic 800 service, International 800 service, Internet access, Private data lines, Switched service.

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Contact: Alex Watts
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residential

(800) 224-8602

residential
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card, Dedicated service, Domestic
800 service, International
callback. Switched service.

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Communications Inc.
9601 Katy Freeway
Suite 200
Houston, TX 77024
(713) 461-4999
FAX: (713) 461-8098
Contact: John Dalton
Publicly held, Term plans, Volume discounts, Serves commercial
Services: Calling card, Debit card, Dedicated service, Directory assistance, Domestic 800 service, International 800 services, Internet access, Operator services, Private

data lines, Switched service, Voice messaging.

WorldxChange Communications 4350 La Jolla Village Drive Suite 100 San Diego, CA 92122 (619) 625-3360 (800) 500-8972 FAX: (619) 625-0610 Contact: Scott Goodwin

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Xtel Communications Inc. 12 E. Stow Road Suite 190 Marlton, NJ 08053 (609) 596-4000 (800) 438-9835 FAX: (609) 596-9777 Contact: Don Flynn Privately held, Term plans, Volume discounts, Serves commercial and residential Services: Calling card, Conference calling, Customized billing/management reporting. Debit card. Dedicated service. Direct dial 1+. Directory assistance.

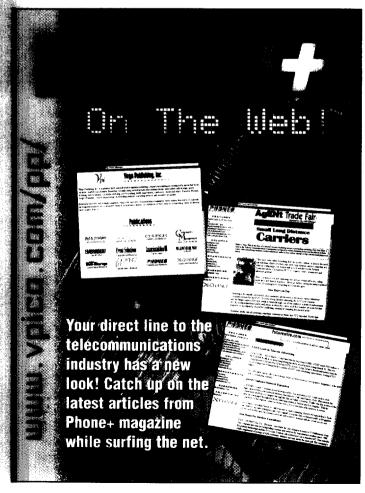
Domestic 800 service, Fax

Private data lines, Switched

service, Voice messaging.

services, International 800 service,

Internet access, Operator services,





RESELLER ASSOCIATION

(Telecommunications Resellers Association)

Year Established

1992

Headquarters:

1730 K. St. NW. #1201 Washington, DC 20006 Phone(202) 835-9898 Fax: (202) 835-9893 Web: http://www.tra.org

Membership:

650

Membership Fees:

\$1,500 for companies and suppliers; \$1,000 for individual. Suppliers and individuals are not voting members.

Upcoming Meetings:

1998 Spring Conference & Exhibition May 11-14 San Francisco Marriott San Francisco

Summer Carrier Forum (Focusing on Local & Wireless Resale) July 27-29 The Renaissance Chicago Hotel Chicago

1998 Fall Conference & Exhibition Nov. 15-18 Marriott's Orlando World Center Orlando, Fla.

TRA has biannual conferences and exhibitions that provide members an opportunity to network and two full days of seminars on the latest regulatory developments, competitive issues, new products and services, as well as sales and management techniques. Other fora enable members to network with carriers and suppliers.

President:

Ernest B. Kelly III

Staff:

David Gusky, vice president; Amy McCarthy, manager-conference services;

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Advisors

Andrew O. Isar, director-industry relations, president, Harbor Consulting Group; Charles C. Hunter, general counsel, partner, Hunter Communications Law Group; Gordon "Don" Hutchins, conference coordinator, founder, GH Associates: Barbara Hutchins, conference coordinator, founder, GH Associates.

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Membership Committees:

TRA has three standing committees: Underlying Carrier Committee, Conference Planning Committee and Ethics Committee. It also has four advisory committees: Local Service Council, International Resale Council, Prepaid Services Council and Wireless Resale Council.

Mission Statement:

The mission of the Telecommunications Resellers Association (TRA) is to encourage and help facilitate the opening of telecommunications markets worldwide to full and fair competition while also proactively advancing the business interests of its member companies. TRA's members are companies, individuals and other associations that are actively engaged in providing telecommunications and other utility services through resale, or that provide products and services supporting telecommunications and other utility resale. TRA stresses the importance of ethical operations in the marketplace, encourages the

avenient of mall businesses and entreprecarnal entries in the telecommunications intustry and operates as an organization dediated to the fair and equitable treatment of all numbers

Agenda Items:

A key function of the associations is its representation of resellers' interests through government relations on the state and federal levels. This year. TRA is working closely with the FCC and state utilities commissions as they establish rules implementing the Telecommunications Act of 1996. In particular, TRA is advocating the unrestricted network unbundling and resale of local telephone services at cost-based rates. TRA is also dedicated to ensuring that the regional Bell operating companies meet all the requirements before being allowed to enter the in-region long distance market.

History:

TRA represents more than 650 companies involved in the resale of telecommunications services—a multibillion-dollar industry lead by an estimated \$12 billion long distance resale segment. TRA has evolved into an association representing not only switched and switchless resellers of domestic and international long distance services, but resellers of myriad telecommunications services, including local network, wireless and enhanced services.

Resellers typically make volume purchases of telecommunications services from facilities-based carriers and offer their customers discounts in conjunction with value-added services and a full range of customer-support functions, including customized billing, customer service and consultation. These firms range from emerging high-growth companies to well-established, multimillion-dollar enterprises. Combined, they provide services to millions of residential and business customers nationwide.

Formed in August 1992, TRA is the result of the merger between the Telecommunications Marketing Association and the Interexchange Resellers Association, two groups that promoted switchless resale of long distance service for nearly two years prior to joining forces. TRA merged with the National Wireless Resellers Association in 1997.



As the industry leader in call completion we are specialists in turning your customer's request into a completed call. When customers request a rate quote, providing it in the right way builds customer confidence, satisfaction and your profits. Customer service and technology will keep our industry competitive and healthy. Let's team up to preserve the independence of America's public communi cations. We have the solutions.

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| Access One Inc. | 12 | | <u> </u> | | TP | 70 | - | -77 | 404 fad | | | i | | 100 | ъ | ত | | | 77 |
| Access Point Inc. | 10 | 12 | 101 | 10 | 139 | 5 | 27 | T | 17 | | | T | 'O' | 10 | ន | 7 | 3 | 23 | 7 |
| Accu-Rate Communications Inc. | n | | en La | | 2 | n | | 127 | 1231 | 230 | 129 | | | CL. | T | 25 | | | 8 |
| ACOMM Inc. | 2 | | 101 | | î | ਰ | | fi fi | | | | | | :5 | 25 | 7 | | | 17 |
| Advanced Management Services Inc. | 17 | 131 | | | -3 | 757 | ជ | 17 | 127 | 122 | | | | 137 | B | 72 | tr | | |
| Advanced Telecommunications Network Inc. | 3 | | 187 | Tî | Ť | 77 | | 3 | | | | | | | 25 | | | | |
| Aloha Conferencing Inc. | | 13: | TO: | | | ß | | -17 | 17 | | | | | | | * | 8 | | * |
| Alternate Source II | | | | | | 7 | | क | | | | h | 7009 1537 | | T | 7 | | | |
| Ameracali Inc. | 2 | 777 | 17 | ð | Ť | 2 | | 25 | 27 | -27 | | tr | ß | Ŧ | 2 | Ŧ | * | = | 7 |
| American Communication | 77 | | a | | 7 | ħ | Ð | â | 'n | 178 | | | TP | a | 737 | 25 | | | 2 |
| American Network Services Inc. | 77 | | 77 | 75 | 17 | 75 | क | 27 | ਰ | 13 | | 15 | | 22 | T. | 2 | | | 77 |
| American Tel Group Inc. | 7 | 12 | 7 | 7 | 8 | 2 | | 75 | ń | | | T | | Tr | 27 | 2 | | 5 | |
| American Telecom Network (ATN) | - | 25 | 7 | 77 | T | fr | 8 | 25 | | 13 | | 23 | tr | ক | 77 | 2 | | • | 77 |
| American Telecommunication Services Inc. | 25 | 75 | 27 | t t | T | | ខ | ī | | | | | ត | 25 | * | 27 | | * | 7 |
| Americom Communications LLC | 12 | 2 | • | 75 | 2 | 5 | | 25 | 77 | চ | ফ | 2 | 8 | ū | 25 | 22 | | 27 | 77 |
| Ameritel | 2 | 2 | 8 | 75 | 77 | 72 | Ø | 25 | 25 | 2 | | 25 | 2 | 8 | 12 | ŧ | | T | 2 |
| AMI Communications Inc. | 2 | 17 | | 25 | Ŧ | 77 | fi | ŧ | ā | Ť | | | | ū | 22 | | | | |
| Association Resource Group Inc. | 12 | 2 | 2 | 17 | 2 | 市 | | 8 | 2 | ঞ | | 2 | | 75 | Ŧ | 2 | 7 | | 2 |
| ATCALL | 2 | 77 | 77 | # | Ť | 75 | T | ਨ | 77 | 25 | | | | # | 2 | | | # | Ť |
| Athena International LLC | 77 | 17 | 72 | 25 | 2 | 77 | ช | 12 | | 72 | 2 | | | | - | 7 | | | 2 |
| Atlas Communication Consultants Inc. | # | 2 | | # | 2 | 7 | 23 | 2 | 25 | | 25 | 23 | | # | - | ŧ | 7 | T | 2 |
| Atlas Communications | 27 | | 72 | 2 | 7 | 27 | 27 | # | | Ŧ | | | | 27 | 27 | | | | 7 |
| ATN Communications Inc. | 17 | | | # | 7 | | | 2 | | | | | 27 | क | 77 | | | | |
| AWS Communications Inc. | 2 | | | | ŧ | ŧ | | 27 | | 25 | | | | | # | | <u> </u> | | |
| BBS (Betterway Business Solutions) | 77 | | | | • | 8 | | 17 | | | | | | 17 | 8 | π | <u> </u> | | • |
| BCI Corp. | 7 | | * | T | 7 | 2 | | 75 | | | | 8 | | | | ធ | | | 2 |
| BN1 Telecommunications Inc. | 27 | 5 | 10 | 72 | Ť | - | 22 | 5 | 13 | • | | | 7 | 2 | 8 | 17 | | # | 8 |
| Call Data Clearing Inc. | 7 | | - | | 7 | 5 | | 77 | | | • | | 7 | 8 | 7 | - | | | # |
| CalTech International Telecom | 77 | 77 | = | | Ť | £ | | 2 | | | | 75 | - | 2 | 7 | π | 2 | | 7 |
| Century Telecommunications Inc. | 2 | 17 | 72 | 2 | Ť | 2 | 2 | 77 | | â | π | 77 | 2 | 27 | 2 | - | | | 2 |
| CGI Long Distance Services | 77 | 2 | 2 | - | 2 | 70 | ŧ | 72 | | | | | ļ. <u></u> . | 77 | 7 | 2 | 1 | | - |

A lot of Good Ideas are Left at the Starting Line



when you have hit upon a good idea. It feels right. The competition will be distanced, creating the space you need to build market share. Time is of the essence.

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| Cimco Communications | | - | | 9 | | | | | | | | | | , | | | | = | đ |
| Claricom Networks Inc. | | | | | | | | | | | | | | | | | # | 1 | TT TT |
| Cleardial Communications Inc. | | | į | lr. | | | | | | | 1 | | 3 | | | | 25 | | 23 |
| Cleartalk Communications | | · · · · · · · · · · · · · · · · · · · | | | | | | | i n | 9 | - | T | 10 | 17 | | 3 | T | π | 17 |
| Coast International Telecom | | 7 | | 7 | * | | | | | 15 | | 17 | | | | 2 | | | 72 |
| Com 2 Inc. | 17 | T | | 1 | 7 | , | ļ. | | 75 | | | 25 | | TI | 12 | Tr | 2 | | 4 |
| CommNet Services Corp. | 3 | | ra ra | 2 | tr | 2 | 1 | 70 | 8 | 5 | | | 22 | 12 | To | T | | 25 | |
| Communication Management Services | 1 | 73 | 25 | σ | 8 | T r | | Œ. | क | | | 25 | | 27 | fr | 75 | TT. | | = |
| Communications Systems International | 7 | 8 | 25 | 7 | 25 | Tr | | य | 7 | T | 2 | | 2 | | T | | 2 | | |
| Comptel Corp. | τ | 72 | 72 | T | 2 | 17 | 10 | tr | tr | | 13 | τ | 77 | 13 | T | # | | # | • |
| Comtel Debit Technologies LC | 75 | | 75 | 75 | | | | | 12 | | | T | 17 | | | 2 | | 5 | = |
| Comtel Group Inc. | r | 70 | 77 | | 72 | 77 | 13 | 5 | 25 | | | | 27 | 75 | 72 | | | | |
| Conference Pros International | 1- | # | | | | | | | | | | | | | | # | | | ₩ # |
| Conference-Call USA | 1 | 77 | | | | | | | 7 | | = | | | | | 75 | | | 77 |
| Connect America Inc. | T | - | 2 | tr | 27 | 77 | | 8 | 7 | | | = | | 8 | 7 | | * | # | = |
| Cooperative Communications Inc. | 100 | 2 | 7 | Ťī | ঠ | ច | * | 7 | T | • | | 2 | | ŧπ | - | 2 | π | = | = |
| Countrywide Network Inc. | 7 | 7 | * | 27 | * | 75 | 2 | T | Ŧ | ŧ | | Ť | 77 | 77 | 77 | 77 | - | - | - |
| Cross Communications Inc. | 2 | 1 | 7 | | _ | | | 5 | 2 | 77 | ₽ | | | 77 | 72 | | | † | 2 |
| Custom Network Solutions Inc. | 2 | Ť | l | | 77 | 2 | | 25 | | 8 | | | | 2 | 77 | TT | | | |
| D.C. Enterprises | 22 | | | 2 | 77 | 7 | - | 2 | | | | | | } } | 72 | | <u> </u> | <u> </u> | |
| Dancris Telecom | 10 | | | 12 | 77 | T | | 17 | | | | 7 | | | 17 | | † | | |
| DataChoice Network Services LLC | 1 | | | 1 | | | | | | | | | | 12 | ļ | 2 | † | † | 25 |
| Delson Communications | 17 | | 12 | 2 | 25 | 25 | | 77 | | tr | | | | 12 | 2 | 77 | | 1 | 2 |
| Dial Tone Systems LLC | - | | | - | t | 25 | | 77 | | | | | ŧ | * | - | - | <u> </u> | 15 | 2 |
| Dialink Corp. | 25 | # | 17 | - | 12 | 8 | * | # | | 77 | | | | 10 | 12 | | 1 | - | |
| Discount Long Distance Inc. | 7 | 7 | - | • | Ŧ | 12 | | 72 | | π | | 12 | 25 | 12 | T | 7 | - | 15 | 17 |
| Dodson Group, The | T | | - | | 7 | ū | | 75 | | T | | | | 12 | 7 | 2 | | | |
| East Coast Communications | 7 | = | • | ū | T | ŧ | Ť | 42 | ŧ | 12 | | t | 17 | 7 | 2 | 2 | 7 | # | 2 |
| Easton Telecom Services Inc. | - | 10 | | | 12 | * | | п | | | | T | | ŧ | * | = | | | - |
| Equess Communications | 7 | # | ₽ | 22 | | 7 | 2 | 8 | 22 | | | ŧ | 7 | | 7 | | \vdash | = | \vdash |
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| Federal TransTel Inc. (FTT) | | | • | ~ | | | | i | | | | | | | 12 | | | | |
| FiberNet Inc. | | | | | | | | | | | | | | : | 19 | 12 | | 77 | = |
| FiberTel Inc. | | •; | | | | | .! | ler - | | | | | | • | "5" | 3 | | # | • |
| First Choice Communications | en en e | | * - | | t T | | | | | - | | fi . | | 7 | Page | 12 | | # | π |
| FreedomStar Communications | | · | * | . 15 | 7" | * . T | -13 | | | : | 1 | 11 | | | *** | | | * | |
| Furst Group, The | ę. | a a | | 77 | 17 | t · | | t | ٠ | + i | <u></u> | <u>-</u> | | · · · · · | | | | | |
| Galaxy Telecommunications Corp. | | | - | 7 | | | | | - | | ⊢ ~· | | | <u> </u> | | | | | 7 |
| GE Capital Communication Services | 77 | | | - | 12 | п | | 97 | | | - | - | | 6 | 15 | 12 | | | |
| Gillette Global Network | T | 77 | - | | 27 | 15 | 75 | tř | 77 | | | = | | 2 | # | † | 2 | | |
| Global Link Communications Corp. | 17 | 5 | } | 4 | 77 | 0 | | 17 | | | - | 77 | | 2 | 7 | - | | <u> </u> | 77 |
| Global Matrix | _ | | | # | | | | 15 | | | | - | _ | - | # | | | | # |
| Global Network Inc. | | | | | 77 | 27 | | 12 | | | - | | 27 | 77 | - | 25 | \vdash | | - |
| Qiobal Solutions | | = | 8 | - | 7 | 17 | | 7 | 7 | <u> </u> | - | # | | 2 | 7 | 2 | | <u> </u> | • |
| Giobal Telephone Corp. | 8 | 7 | # | - | # | - | 8 | 2 | | 12 | | 77 | | = | 7 | 77 | | * | |
| GlobeNet | 17 | - | - | - | * | | | | | | 1 | | | <u> </u> | - | | | | |
| Group Long Distance | - - | - | 2 | - T | # | 1 | | # | | 45 | <u> </u> | # | <u> </u> | 2 | 7 | ± | | | |
| GTE Intelligent Network Services | - | | 1 | | # | 12 | | ā | | - | | - | - | - | 1 | <u> </u> | t^- | - | - T |
| GVN (Global Vision Network) | | | | - | - T | = | | ŧ | | | | | | 2 | - | | | | |
| HCC Telemanagement | 7 | 12 | | # | # | # | | 17 | T | | | | | 17 | - | - | | | |
| Hemisphere Communications Inc. | | <u> </u> | | 12 | - | 12 | | 7 | 17 | | | - | <u> </u> | - | ± | - | = | 12 | |
| Hertz Technologies Inc. | | # | - | - | - | - | # | - | 7 | = | _ | # | \vdash | - | T | # | | - | 1 |
| Hudson Consulting Co. | - I | 17 | - | - | - | - | - | # | | | <u> </u> | # | | 7 | T | - | _ | | 12 |
| I.C.N. LLC | 2 | - | | - | # | 17 | | 8 | - | <u> </u> | 12 | # | | # | 7 | - | \vdash | 7 | 2 |
| IdealDial Telecommunications | | | = | - | # | - | 4 | # | # | - | | - | | 7 | | 72 | | | 77 |
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| Independent Network Services | | - | - | - | - | - T | - | 17 | D | - | - | - | - | - | - | \vdash | _ | - | * |
| INET | - E | <u> </u> | | 77 | • | 17 | • | 8 | - | | 8 | | | - | - | - | +- | | 12 |
| Integrated TeleServices Inc. | - - | T | - - | | 7 | - | = | | | - | <u> </u> | # | <u> </u> | - | - | 7 | + | - | Tr Tr |
| Intelecom Inc. | - | <u> </u> | - | - T | <u> </u> | - - | _ | | | _ | | | - | + | - | | | +- | 2 |
| Intelicom International Corp. | | 1 | <u> </u> | - | 2 | # | | | | | - | | <u> </u> | - | | # | +- | # | 22 |
| Intellex Communications Corp. | | - T | | - | - - | <u> </u> | • | - | 77 | - | <u> </u> | | | - | - E | - - | ļ | <u> </u> | 7 |

| Carrier Services | Calling Carre | onference | ustomized billing | Geba Carri | Pedicated | | | Harris Store Store | 'At Services | Mernational | Store allonal | nternet acca | Operator som | Private das | Switched Sci | Term plans | Videoconf | Voice mess | Volume die |
|--|---------------|-----------|-------------------|------------|-----------|----------|----------------|--------------------|--------------|-------------|---------------|-------------------------|--------------|----------------|--------------|------------|-----------|------------|--------------|
| Intellicall Operator Services | -71 | | | | | , | | | | | | | | | | | | | |
| Interactive Services Inc. | 2: | - | | | | | | | | | | | | | ক | ប | 7 | 7 | ឆ |
| International Carrier Exchange | ero. | - | | | | ** | | | | | | | | 17 | T | | | | Ŧ |
| International Interconnect Inc. | e, | | | | | | | | | | | | | | | | | | |
| International Telcom Ltd. | #25 full | | | | | 11 | | | | | | | | 125 | 72 | | | | |
| International Telephone Group Inc. | apri in | | | | | 31 | georgeo etc. : | | : | | | -31 | | 674 | 7 | ជ | | | Ŧ |
| InTouch Communications Inc. | *** | 3 | | 77 | | 21 | | | - | *1 | | T | | 57 | a | T | 2 | 7 | |
| J.D.S. Interest Corp. | 27 | | | 77 | | 27 | | | | | | | Tī | | 25 | | | | 2 |
| Jeff Harvey & Associates Inc. | 27 | ช | 3 | π | | 45 | | | T. | 77 | | .3. | tr | T | 12 | Û | 2 | * | • |
| L.D. Telebrokers | 10 | | | | ੲ | 27 27 | | 2 | | | | | | Name I alamine | 2 | * | | | |
| LDC Direct Ltd. Co./Dial One | | | | T | T | 57 | | ti | | | | en e menue e e empreson | | ជ | 77 | | | | |
| LDD Inc. | TP | | a | | | 3 | - | T | | | | 7 | | · | 75 | 2 | | | • |
| LDM Systems Inc. | T | ক | - T | ជ | T T | 77 | | τ | | T | đ | T | T | 77 | 25 | 2 | | | 2 |
| Lex-Net One Communications Inc. | T | | | T | 7 | T | ថ | 7 | · | ជ | | æ | T | Û | 8 | ā | # | | - |
| London Telecom Network | tr | 27 | 2 | T | T | T | ð | T | | T T | | ক | t | t | 7 | | | 7 | |
| Long Distance Direct Inc. (LDDI) | ŧ | * | 2 | Ē | 7 | ক | T | π | t | æ | | 8 | ক | 77 | 75 | # | 7 | # | * |
| Long Distance Partnership, The | 77 | | 7 | | | ħ | | চ | | | | | | | ឆ | 2 | | | * |
| Marathon USA | 2 | 25 | * | 7 | 77 | đ | σ | 7 | * | क | 8 | • | ফ | 7 | a | | | 2 | |
| Matrix Telecom | 8 | | - | • | ħ | đ | | τ | T | | | 8 | क | Ť | a | 2 | | | |
| Media Concepts Inc. | 7 | 72 | ŧ | . T | 25 | æ | | a : | | | | | ਰ | Ť | ŧ | * | | | 2 |
| Metracom Corp. | 8 | 75 | ŧ | | 5 | 8 | | \ T | ŧ | 7 | | • | | ŧ | 10 | # | | 17 | 2 |
| Metrocali | 7 | 27 | tr | • | 1 | T | | T | | | | | | 7 | T | 7 | | 2 | 2 |
| N.E.T. Inc. | 8 | | 2 | 7 | 22 | 77 | | 7 | | Ð | 2 | 2 | | | 17 | 2 | | | 2 |
| N.T.I. Telecom Inc. | 7 | | 8 | 2 | ħ | 7 | | ā | | 7 | | | 2 | 7 | 77 | 77 | | | 2 |
| National Telephone & Communications Inc. | 7 | | | ā | | 7 | | 7 | | | 25 | | | | | | | | |
| National Wats Corp. | 2 | | | 7 | n | 2 | > | 23 | 2 | | | 2 | | | 7 | # | | 7 | # |
| NeTrue Communications | | | | | | | | | 2 | | | 2 | | | | | | 7 | |
| Network Brokers Inc. | 2 | B | | 7 | T | a | | 23 | | 77 | Ť | | | 7 | ŧ | 7 | | * | 7 |
| Network One/ProCom Inc. | 72 | n | T | T | 77 | æ | 合 | Ŧ | | 77 | | | 75 | 2 | T | π | 2 | ŧ | 7 |
| Network Plus Inc. | 72 | ช | 25 | a | ñ | 8 | 2 | T | 2 | 7 | 1 | T | 8 | 2 | 2 | 7 | * | 2 | 77 |
| New Century Telecom Inc. | 7 | | 25 | 77 | 75 | a | 7 | 8 | | | | | | | | 77 | | | 77 |
| New Media Telecommunications | | | | 72 | | | 7 | 17 | | a | | | 27 | | * | 2 | | 2 | 75 |

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| Norcom Inc. | 41 1- | (h | F= . | ķ. | • | | | Í | | | | der in in in | <i>*</i> | * | | Mario e e e e e e e | | | |
| North American Communications Control Inc. | 2 | + | | | | 1 | i | - | | | | | | * ** | *** | i* | | | |
| North American Communications Group Inc. | ip- | | | | | : | 1 | 1 | | | | 3 | 37 | Ť | *** | r: | | # | * |
| NSC Telemanagement | F | | | | - 14 | : | : | 1 | | | | -57 | য | .J. | .51 | ir ir | - | 77 | = |
| NWC (New World Communication Inc.) | His- | ļ | - ma | \$ == | | ! | | | | - , | T | | 77 | | T' | A | - | | |
| OmniCom Inc. | Hit. | 57 | 94 | τī | 72 | : | | + | . T | T. | -5 | 77 | 4 | • | Τ' | | | # | * |
| Online Wireless | | · | | · · · · · · · · · · · · · · · · · · · | 42 | | | 7 | | | - · · | · | | 7 | T | n | | | |
| OSC (Operator Service Co.) | 127 | ŧ | 4 | | 17 | ja , | | 37 | σ | | <u> </u> | | # | | T: | 77 | | | # |
| Phoenix Business Technologies | 75 | | · | | | home a work or a con- | | 33 | <u> </u> | 25 | | | | | æ | 77 | | | |
| Phone Dynamics Inc. | # | | | 4 | τ | di di | inserver out | 3 | | 5 | σ | π | ū | 2 | n | | | | |
| Phone Tech Communications Inc. | 77 | • | T | 77 | # | 72 | 12 | 37 | π | # | | 12 | # | 2 | 727 | σ | | | • |
| Pioneer Telephone | π | 8 | | # | = | 75 | : | 7 | π | | # | | # | | 77 | 7 | | # | • |
| Preferred Long Distance | # | | | 7 | | # # | T | ŧ | | | | | | | 77 | 2 | | | |
| PremierCom Inc. | 7 | # | 7 | tr | - | 75 | 13 | 7 | 8 | 8 | | - | | 8 | π | # | | | |
| PRO-TEL Communications | # | • | | 17 | 17 | - | <u> </u> | 75 | # | | | 2 | | | π | # | | # | - |
| Public Telephone Inc. | | | | | _ | - | | | | | | | 2 | | | | | | # |
| Right Call, The | 7 | 7 | 8 | | - | 17 | | 75 | | | | | | E | 1 | # | <u> </u> | | 2 |
| RoadTel Communications | - | | | | | | | 7 | | | | | | | | | } - | | |
| Rockwell Communications Inc. | # | _ | <u> </u> | - | - | = | | 2 | | | | | - | # | # | | | | * |
| Service 800 Inc. | t | T | - | • | = | # | | | # | ŧ | | - | | # | # | • | 2 | 5 | - |
| SeTel LLC | 2 | | # | 7 | - | # | - | 12 | | 1 | | - | | - | ū | # | 12 | # | = |
| Sharenet Communications Co. | | | ļ | | | | | | | | | | - | | | . <u> </u> | | | |
| Southwest Network Services Inc. | - | 2 | | # | = | # | 12 | 10 | ŧ | 8 | = | * | = | • | # | 7 | 12 | = | = |
| ST Long Distance Inc. | 2 | 7 | - | • | # | 8 | - | | • | | | • | - | • | # | 8 | 100 | = | 7 |
| Star Tel Inc. | | | | 12 | π | • | | 10 | • | 8 | | 7 | | # | 2 | | | - | |
| Starlink Communications LLC | = | | 7 | * | τ | ŧ | | 2 | | | | 7 | | | π | # | _ | | T |
| Synergy Network Communications | = | | | | 1 | ŧ | # | 77 | | | | | 2 | | # | • | | | 12 |
| Technology Information Corp. | 7 | # | <u> </u> | | 17 | ŧ | | # | | | | T T | | 7 | 12 | 12 | | | |
| Telcom Brokers International | # | 8 | # | 7 | • | 2 | | = | 2 | 7 | 7 | # | | = | 2 | 8 | 7 | # | = |
| Telcom Global Communications Inc. | 7 | T | | • | 17 | ŧ | 7 | 17 | τ | 1 | Ť | 13 | | T | 17 | ŧ | | | # |
| TeleCare Inc. | # | | # | 7 | # | 72 | 17 | 12 | ŧ | | | 17 | 12 | = | 7 | | | # | = |
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| Carrier Services | Calling | Conference | Customized billing | Debit carr | Dedicated | Jirect Jiai | | Painestir age | fax service | memano | "ernafion | Internet and callback | Operator S | Private das | Switched C | ferm plan | Videocom | Voice mes | Volume |
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| Telecom Network Inc. | | | 1 | | | | | | | | | | | | - 10- | | | | æ |
| Telecom One Inc. | | | | | | | - | | | | | | | | - 10- | 'O' | | | T |
| TeleCom Solutions Inc. | | | | | , | | 7 | | | | | | 3 | | 17 | יט | | | 2 |
| Telecommunications On Demand Inc. | 1/9 | | 4 | | ļ. | | 7 | | | | | 1 | ** | | , A | | | | - |
| Telegration Inc. | 1 12 | tse. | d , | | | | 2 | | | | | τ | | | 1 19 | 5 | | | 7 |
| Telegroup Inc. | | | .! | | ļ | | | | | | | | | | | | | | |
| Telemanagement Services Inc. | 77 | 3 | .7 | | r | | 7 | | 17 | a. | 7 | c | æ | eşe. | 939 | 5 | 12 | n | 22 |
| Telemetrics Communications | 1 | B | | ٠٢ | t- | | *** * 3 | 17 | | | 1 | τ | | 25 | 127 | :5 | | † | 2 |
| Teleport Communications Group Inc. | 27 | 72 | i | | Tr | · | • | 13" | 7 | | | Ħ | | n. | 17 | 137 | 27 | 27 | ļ |
| TMC Communications | 7 | | T | π | ប | 3 | | 17 | | | | and the second second | | T | t) | 137 | | | 7 |
| Total Communication Systems Inc. | | | ā | | 77 | | | 17 | | π | | | | 13 | | | | | ļ |
| Trans National Communications International Inc. | 77 | 25 | 8 | æ | T | 75 | æ | 77 | 7 | 25 | | | | 75 | tt | 2 | | | - |
| Fri-Net Telcom | 2 | 75 | 22 | T | Ŧ | | | 8 | | | 17 | 8 | | B | 10 | | | 7 | T |
| Furn 4 Communications Inc. | 12 | | | 75 | 13 | T | | 2 | 8 | 7 | | | * | 7 | 72 | | ļ | | |
| U S Telebrokers Inc. | 15 | - | 7 | 17 | * | 73* | ប | æ | π | 7 | 77 | 2 | | 7 | T | 2 | 1 | T | 2 |
| U.S. Mobile Services Inc. | 70 | | T | 77 | | <u> 1</u> | | 12 | | | | | | | 8 | | | <u> </u> | |
| U.S. Republic Communication | | | | | 12 | 7 | | | | | | | | | T | | | 1 | |
| Uni-Net Inc. | - | - | # | - | 1 | 7 | | T | 1 | π | | # | 17 | | 75 | 17 | | 7 | 7 |
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| United Communications Network Inc. | = | 77 | 7 | - | 77 | - tr | | 25 | | | 77 | 77 | | | - | | ļ | - | 100 |
| Universal Communications Network | | | | 12 | 77 | | | 2 | | * | | | | | - | | | | |
| UniversalCom Inc. | - | 2 | # | <u> </u> | 7 | 7 | 13 | 2 | = | 2 | | ** | - | 77 | 12 | 7 | | 75 | 77 |
| USA Telecorp | 12 | | - | ļ | 2 | 77 | | ÷ | ₩ | | | # | | | 17 | 77 | | | π |
| USV Telemanagement Inc. | 77 | - | | # | | 77 | Tr Tr | Ť | | 1 | | | 2 | | 1 | - | | | 7 |
| Vista Communications | 77 | | # | | | 8 | 73 | Ť | ŧ | | | 2 | - | | | | - | | 7 |
| Wave Communications | | 12 | | 2 | | | | 77 | 77 | | | | | | 7 | 2 | <u> </u> | 27 | 77 |
| Wholesale Carrier Services Inc. | 27 | 77 | | | ŧ | 7 | 25 | 8 | 77 | T | | T | 77 | T | 7 | | | - | |
| World Communications Inc. | 7 | | | | # | 7 | | • | | | | ŧ | | | 1 | 8 | | | |
| World Wide Communications | 7 | - | 72 | | - | π | | = | 2 | 2 | | 7 | | ₽ | 72 | 7 | 2 | | 7 |
| WorldPort Communications Inc. | - - | <u> </u> | <u> </u> | 7 | 2 | | - | * | _ | 72 | | 2 | 2 | = | 8 | - - | <u> </u> | 2 | - |
| WorldWide Telecommunications | 7 | | | | 2 | 7 | ħ | 7 | - | | 8 | 7 | | - | 7 | - 77 | | - | 7 |







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FAX: (408) 278-8536
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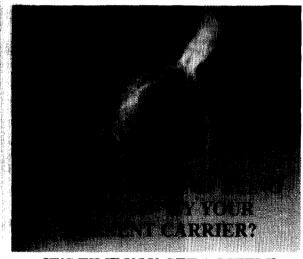
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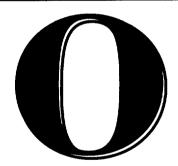
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